FEBRUARY 1999 PROJECTION

2/5/99

13,675	January Actual
(814)	McLane built
991	AO Shed
600	LIFO Payback
(42)	Promos
200	Promo Payback
14,610	January "STRIPPED"
0.9311	January Seasonality
4.198	January Weeks
3,738	January STRIPPED & DESEASON WEEKLY
0.9480	February Seasonality
3,544	February Weekly Rate

growth = 390

% of Week	# Days	w/e	Base	Buydown	Other Promos	Pybk	McLane	New Product	Retail/ AO Inv	Incre Pricing	TOTAL	
1.000	5	2/5	3,544	150	65	(50)	(600)	200	(75)	(40)	3,194	3,624
1.000	5	2/12	3,544	150	50	(50)	(200)	150	(75)	(40)	3,529	3,139
1.000	5	2/19	3,544	850	50	(50)	-	150	(75)	(40)	4,429	4,429
1.000	5	2/26	3,544	825	44	(50)	-	-	(75)	(40)	4,248	4,248
4.000	20		14,176	1,975	209	(200)	(800)	500	(300)	(160)	15,400	15,440

2.5

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Source: https://www.industrydocuments.ucsf.edu/docs/xzjn0004